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# The PECAN BUSINESS



FROM PLANTING THE NUTS  
TO GATHERING THE NUTS



PECANS ON HALF SHELL

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## B. W. STONE

THOMASVILLE, GA.

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# “IN A NUTSHELL”

**A**FTER over 20 years' experience in the Pecan business, we write this booklet just as it has been developed in the field, not detailing all of the plans and practices, but giving records of the latest and best improved plans in developing a pecan grove correctly and economically. We find the execution of a grove is more important than knowing how.

Twenty years ago we did not know we could develop a pecan grove with trees 12 inches in diameter at the end of eight years, but we know now it can be done, and know how to do it. That is one object of this booklet. You will find herein statements of plain facts in plain practical language for practical people. The facts of the pecan business are good enough, there is no need of the booster's exaggerated statements.

## REFERENCES

Citizens Banking and Trust Company, Thomasville, Ga.

First National Bank, Thomasville, Ga.

Bank of Thomasville, Thomasville, Ga.

Peoples Savings Bank, Thomasville, Ga. Postmaster, Thomasville, Ga.

**And Everybody Else in This Little City of 7000 Inhabitants  
as Well as Our Customers Everywhere**

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The latch-string hangs on the outside of the gate for visitors.



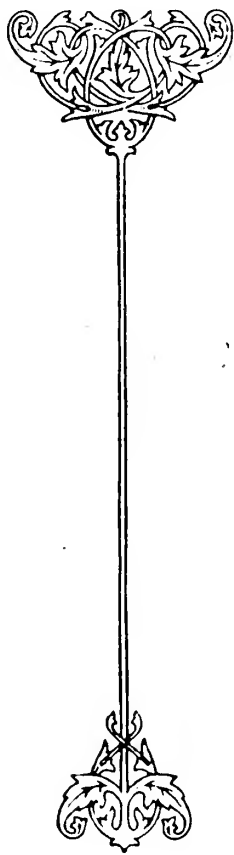
**PLANTING THE NUTS**






# THE PECAN BUSINESS

•From Planting the Nuts  
To Gathering the Nuts



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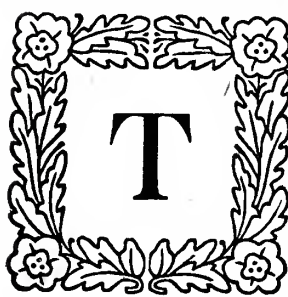
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# THE PECAN



THE PECAN is an American species of nut bearing trees, and is called *Hicoria pecan*. It is found in certain parts of the United States and Mexico. To-day it is the most important of all the nut bearing trees grown in the United States. Until 1890 practically all the pecans that were offered in the markets were of the wild varieties. Indians gathered nuts from large pecan trees before our Southern States were settled. The length of time thought necessary to grow a pecan tree to bearing age was considered too long for the hard pressed citizens to undertake, thinking that, at least, over one generation was necessary to grow the tree. This feature of the industry, by improved methods, has been reduced till practical men are now undertaking to develop pecan groves in the most favorable sections of the United States.

All of the present large improved paper shell pecans are the result of selection of seedlings; and the promising varieties to-day, of over 100, would not exceed twelve. Each section has its special varieties of about five in number.

There has been some effort to hybridize the pecans, and the possibility of this work is beyond the hopes of the most sanguine workers. We first had the seedling apples, and the seedling pears, and the seedling plums, and the seedling peach. We do not use seedlings of any of those fruits now. The future will possibly show equally as great improvement in the development of pecans. We now have trees which bear as many pounds of nuts as it seems possible for a tree to produce. The improvements will put size, quality, thinness of shell and yield all on one tree. This line of study invites careful, thorough, and, I might say, young scientific students of horticulture.

The following pages of this booklet will adhere strictly to the nut industry of the United States, presenting such facts as I have gained from twenty years' study.

The requirements of a successful pecan grove are:

1. Supply of moisture.
2. Proper drainage.
3. Plant food.
4. Humus.
5. Healthfulness of tree.

The sections of the United States which can supply the above requirements to the best advantage are the sections which will grow pecans most profitably.

## Locality

The sections of the United States from Maryland to Missouri for the northern border, and from Missouri to Texas for the western border, the Gulf of Mexico for the southern border, and from Maryland to Florida for the eastern border include the sections where pecan trees grow.

There are splendid seedling pecans adapted to Tennessee and all territories further north, but the present improved paper shell varieties are best grown south of Chattanooga, Tenn., and as far north as those portions of North Carolina which are of the same temperature.

From Bulletin 251 of the United States Department of Agriculture, the most intense sections for the growing of pecans are Southwest Georgia, Southern Alabama and Northern Florida. The reason for this is that these sections fulfill more of the requirements of the pecan than any other sections in the United States.

At the meeting of the National Nut Growers' Association at Houston, Texas, in 1913, Professor W. N. Hutt, chairman of the Committee of the Pecan Acreage, reported that when it came to seedling pecans, Texas produced over half of the crop of the United States, but when it came to tabulating his report of the improved pecan, the following table shows where the budded and grafted trees are being planted:

	Budded or Grafted Trees.	Acreage.
Georgia . . . . .	240,320	14,000
Florida . . . . .	163,935	10,371
Alabama . . . . .	38,112	1,856
Mississippi . . . . .	35,256	2,135
Louisiana . . . . .	22,805	3,363
North Carolina . . . . .	11,151	557
South Carolina . . . . .	10,871	558
Texas . . . . .	6,814	.....
Total . . . . .	529,264	33,228

When we take men like Prof. John Craig, who held the position of Professor of Horticulture of Cornell University, which is the highest chair of Horticulture in the United States, and when we take into consideration that he, more than once, visited the Orient to study horticulture and the possibilities there, and when we further consider that he was in position to carefully consider the possibilities of the apple of all the favorable sections in the United States, and the possibilities of the peach in the many favorable peach sections in the United States, and the possibilities of the California and Florida oranges; and, as we say, when we take into consideration this man's opportunity for knowledge and the fact that he, after visiting all pecan sections, decided to plant several hundred acres in the territory mentioned, it is one of the strongest proofs which we have that this section is eminently adapted to pecan growing.

Really the cotton belt is, practically speaking, the pecan belt, and from a horticultural standpoint lies between the orange belt and peach belt. In sections where oak and hickory grow readily are good places to plant pecans. In the absence of hickory, plant after large trees of any kind, if not on land too poorly drained.

The Mississippi delta and the river bottoms of south Texas, so far as richness is concerned, are very desirable sections for the planting of pecans. Pecan trees are not damaged by overflows after they are two years old, but are usually benefited.

## Soils for Pecans

The best pecan soils are those which are underlaid with a red clay subsoil. Soils of this nature are never soggy, being well drained and, at the same time, retentive of moisture.

Soils naturally endowed with qualities for best developments of regular farm crops, like cotton, corn, oats and potatoes are the soils that will produce best pecan groves. Sour damp soils will never produce a satisfactory pecan tree.

Pecan trees require three things: Moisture, plant food and drainage. Only soil that will supply these three requirements to a pecan tree can easily be utilized for that purpose.

A soil that naturally grows mature trees is always a strong one. Such soils have uniform subsoils, and are void of irregularities of pipe clay, muck pockets, etc.

Remember that a pecan tree is a perennial, deep rooted, and should be grown on soils in which the roots of this tree can be provided for favorably.

Regular sandy lands with plenty of vegetable matter and regular applications of mineral plant food have been growing satisfactory trees and nuts. Sections of the country where the wells are from 15 to 30 feet deep grow better pecan trees than where the wells are from 75 to 100 feet deep..

## Preparation

A thoroughly prepared cotton or corn field is a most excellent place for the planting of pecan trees. Subsoiling the land for a few years previous is quite beneficial—helps the supply of moisture and deepens the soil. The only way in which an improvement could be made would be to grow one or two crops of leguminous plants and turn them under for the benefit of the soil. Should there be any wet or seepy sections in the grove, these should have open ditches or tile drains, sometimes both, for best results. The tile drains could be run midway between the pecan tree rows.

If the soil is new ground, it is best to remove the stumps and plant some crop like peas or corn and peas for one year before planting the trees. We have dug holes for trees in a new ground and hauled good field soil to fill in when planting the trees. Remove all sticks and chips from near the tree to prevent wood lice from damaging the young trees.

## Distance

On all good pecan soils the trees should be planted at least 60 feet apart. On Mississippi delta land and other very rich land the trees should be planted at least 70 feet apart. On some close fine grain soils that make short limbs and intensive growth, about 50 feet possibly would be the best distance.

20	trees	to	the	acre	places	them	46	ft.	8	in.	apart,
17	"	"	"	"	"	"	"	50	ft.	apart,	
12	"	"	"	"	"	"	"	60	ft.	"	
9	"	"	"	"	"	"	"	70		"	



Some pecan growers prefer to plant 20 trees to the acre, cutting out one-half of them when they begin to crowd. Each year it is figured that the removed trees, at the end of their usefulness, will have compensated the owner of the grove equal to the expense of the grove to date. This is a common practice with the northern apple growers who, in planting a standard apple orchard, interspace it with quick-bearing, short-lived trees. With them it is no experiment, but instead, when properly managed, results profitably.

For our part, we prefer 12 trees to the acre, and use the space between the trees for general farm crops for remuneration. Of course, scarcity and price of land have their influence upon which plan a person decides to use. It takes a good nerve to even cut down a crowded pecan tree; besides that the tree cut down has exhausted the soil more or less, and will curtail the crops of the remaining trees.

### Digging the Holes

We like holes dug 30 inches deep and 30 inches wide, throwing the top soil on one side and subsoil on the other side. If planted early in the season a large hole is better. In planting in the spring at the end of the season a small hole for the tree is surer. In planting a tree in the smaller hole the roots can touch the walls more quickly and get the benefit of the rising moisture by capillary action. A very large hole in the spring time, during a dry spell, is much harder to keep moisture in than a small hole.

**Dynamiting for Trees.** We plant trees both with and without dynamite. We have produced trees at the end of six years 8 inches in diameter with dynamite, and we have produced trees at the end of six years 8 inches in diameter without the use of dynamite. The advantages of using the dynamite are: to loosen up very hard soils with hard pans, and to facilitate the work where a large quantity of trees are to be planted. Grove trees, where they have become very closely packed, or where the soil has been too wet at times, are often benefited by the use of two or four charges of dynamite within about 8 feet of the tree.

The only disadvantage in using dynamite is where the soil is too damp. It then has a tendency to form a large pot.

### Planting the Tree

Trees should be conveyed to the field for planting without allowing the roots to become dry at all from exposure to wind or sun. We prefer planting by taking boxes of trees as received from the nurseryman, removing the top, putting the boxes on a wagon, and take out one tree at a time fresh from the moss and plant it with the original moisture on it. The trees can also be unpacked and put in a barrel of water and carried to the field. When ready to plant take a knife, shears or saw and cut off afresh the tap root. This removes any broken parts or the possible chances of wood lice getting a start. Cut off the broken roots by making the slope on the under side.

In the well prepared holes stand a tree in the hole to see that if when planted it will be the same depth that it was when it grew in the nursery. This is done by digging the hole a little deeper or filling it up some, or trimming the tree. Use only good top soil in filling in the hole around the tree. Put in little shovelfuls and straighten out each side root as you come to it, packing the soil as nicely as you can without bruising the roots. When two-thirds planted, two buckets of water applied around the tree will prove of good advantage. It is best to allow a half-hour's time for the water to soak around the roots, and then finish filling up the hole with dirt and pack it. Always

leave loose soil on top. Be sure to not let the collar of the tree be exposed for any part of an inch. If left exposed the tree will not put out. While the dirt is being filled in around the tree, it is well to sift in about two pounds of fertilizer from the bottom to the top, so that when the rain comes it will dissolve the fertilizer and permeate the whole soil. (*See Heading—Fertilizers.*)

One January we planted 200 trees by loosely throwing in the dirt and not packing at all. Fortunately a heavy rain occurred in a few days and settled the dirt more carefully and accurately around the roots than we could have done by foot or hand. It was necessary to send a hand over the field and refill most of the holes and only two trees had to be replanted.

In a dry time, to plant a pecan tree and not pack the soil, the tree would be giving up its moisture to the soil and would be damaged. We have planted pecan trees and used a whole barrel of water to the tree, making a regular puddle, and failed to get best results. The reason was that the tree demands some air as well as soil and moisture. The roots in this case were smothered. It is not a bad plan to plant a pecan tree as carefully and as thoroughly as you do a tomato plant.

The later in the season a pecan tree is planted, the more care is necessary to pack the dirt around the roots. If you will fill in around a pecan tree till you have just gotten above a cluster of roots, and leave the hole in basin shape to receive two buckets of water, this water will place the dirt more carefully and closely around the roots than it is possible to do in any other way.

December is the best month in which to plant the tree. January and February are the next best, and March is often as good, provided a severe dry spell does not follow.

## Hillside Groves

On all reasonably level land, it is more satisfactory to lay off rows straight, but on hillsides, where terraces are needed, do not try to have the rows straight. Lay off rows about 30 feet from the terrace and with the terrace. When groves begin to bear, trees grown this way will be more easily cultivated and will yield more nuts.

## Mulching and Stakes

When a pecan tree has just been planted, the best thing that can be done for it is to give it a good mulch consisting of coarse litter. An armful of cane pomace or pine straw makes a good mulch. Four pounds of oat straw or other coarse material also makes a good mulch. A little retention of moisture in a severe drought often means the life of a tree saved. Visit one tree during a dry spell with a mulch around it. Investigate the moist condition of the soil unpacked just beneath the mulch, and be converted to mulching.

Two good stakes about 6 feet long, about 2 feet in the ground and about 16 inches from the tree on either side is the best investment that you can make for a pecan tree. If the lower end of the stake has been dipped in coal tar it will last longer and ward off wood lice.

In planting trees around the house, a four-inch sewer pipe placed 16 inches deep and 12 inches from the tree, so that a couple of buckets of water can be poured in them once a week in a dry time, often means the life of the tree and the gaining of one year's growth. Stuff a sack in the mouth of the pipe. In the absence of a sewer pipe use an old stove pipe or a wooden box.

## Fertilizers

In the study of fertilizing pecan trees we desire simply to comply with the demands of the tree, both in reference to the ingredients and the moisture supply. The demands of the tree are nitrogen, phosphoric acid, and potash principally, some lime, vegetable matter, and moisture being the requirements of a tree from a fertilizing standpoint.

In planting a tree use one pound of bone meal and one pound of sheep manure sifted in from bottom to top. This is sufficient fertilizer for the first year. About February of the second year, apply 4 pounds of a guano analyzing 8 per cent. acid, 4 per cent. ammonia and 4 per cent. potash. This is best applied in a barred furrow 6 or 8 inches deep on either side of the tree for a space of 3 to 4 feet. Immediately cover with turn plow. The third year use 6 pounds, the fourth year use 8 pounds, and apply as previously described, except lengthen the space of application. The fifth year use 10 pounds. This should be applied under the branches of the tree and immediately plowed in.

In applying fertilizers to a tree five years old or older, walk around the tree just under the edge of the outer limbs, strewing the fertilizer to the right and left, letting the larger per cent. be applied to the outer side, as more roots of the tree are there than on the inner side.

The future fertilizer for the grove should be applied broadcast, either under regular crops or peas, for the benefit of the trees.

As the trees begin to bear, use less nitrogen and more potash.

As to the forms of fertilizers, would say that cotton seed meal, stable manure, tankage and leguminous crops are the best forms of nitrogen. Bone meal and acid phosphate are the best forms of phosphoric acid. Sulphate of potash, muriate of potash and Kainit are the best for long lived perennial pecan trees. We do not recommend nitrate of soda or sulphate ammonia at any time.

In applying lime from 1000 to 2000 pounds to the acre should be used. We consider the fall of the year the best time to apply it, and the application should be broadcast and harrowed in.

In France heavy applications of lime are made in the walnut groves. Also in the United States walnuts respond to lime. In no case do we know that lime has been detrimental to pecans unless it makes the shell slightly thicker. Chestnuts are damaged by applications of lime.

Pecans are making some growth and the roots are active most all of the growing season, so there should be plenty of plant food available for the trees all the time, but the principal growth is made in the spring.

As most all commercial fertilizers are now made quickly available, it is best to apply these fertilizers just before the special growing seasons. We would say put on the first application about February 1st, and the second application about June 1st.

We are conducting fertilizer experiments on pecans, using different forms, proportions and amounts, and will be able to give additional information on this subject in the future. That is one of the interesting features of the pecan industry. The fact is that none of us know positively the best fertilizers under all conditions.

## Cultivation

The best cultivation for pecan trees is a subject that is very interesting to all pecan growers. In the cultivation of a pecan tree let us consider what the tree demands. The tree demands the soil be broken about 4 or 5 inches in the winter time, when the tree is dormant, any time after the leaves shed and before the buds swell in the spring.



In order that a full supply of moisture may be stored in the soil, this breaking should be done early enough to allow the winter's rains to soak into the soil instead of running off. The other cultivation during the growing period of the tree is simply to prevent weeds and grass from growing, and to conserve the moisture in the soil. This cultivation through the growing period should be more shallow than the breaking, and should cease about the first of August, when a pea crop can be most advantageously sown.

The tree demands that these cultivations should be regular each year. The land should be broken about the same depth each year, thus preventing interference with the root system of the tree. The cultivation should be regular and shallow so as not to cause the tree to shed its young fruit. It also demands that a splendid field for root growth be maintained during the growing season. The most satisfactorily cultivated trees are those where regular crops are grown. It is disastrous to break the land shallow one winter and deep the next. It is also disastrous to plow the land too deeply during the growing season, or failing to keep the land plowed.

## **Orchard Management**

Under the subject of Orchard Management we propose to treat it only from the field point as to what crops to cultivate in the orchard. In other words, how to manage so as to develop a pecan tree or a pecan grove. We have already told how to plant, mulch, stake and water pecan trees, and this applies to trees around the house as well as being applicable to all conditions.

For a small grove the best management is to use the grove as an intensive truck patch. A highly fertilized, low-growing crop is an ideal condition for pecan development, for this complies with the requirements of the tree—early breaking of the land, thorough cultivation, plenty of plant food, and desirable moisture supply conditions. Those who have developed larger groves have come the nearest to complying with these requirements by fulfilling the demands of the tree.

On a larger scale, cotton or any low-growing crop like potatoes, pinders and peas are the best crops to be grown for satisfactory development. Cotton should never be grown more than two years in succession in a pecan grove, for the reason that it robs the soil of too much humus. After growing two crops of cotton, by all means use a crop which will permit of peas or velvet beans being planted.

A corn crop in a young pecan grove is detrimental, from the fact that the shade and lack of air circulation discourages the growth of the trees. If corn is to be planted, leave a space for three rows of pinders to be planted at the tree row. In a corn field if the rows run east and west more sunshine will be allowed to the tree than if the rows run north and south.

The management of a large pecan grove is best accomplished by leaving a strip along the tree row and grow no crop at all, just cultivating it to keep it perfectly clean and to conserve moisture till near the first of August, and then plant to peas.

After the land is broken in the winter a double-action harrow is one of the finest tools made to use on this strip. If the strip is in fine cultural condition, an Acme harrow can be advantageously used. For such work in the near future we expect there will be a large disc harrow arranged with a force feed fertilizer attachment, which will be used in putting out the fertilizer around the trees. This tool will cultivate the land, open the furrow for fertilizer and cover it up, all by one man and one team.

Under this subject of "Orchard Management" system can be established for large groves by just growing two crops in the groves—oats in the winter and peas in the summer. This can only be done by those who will use a heavy application of

## THE PECAN BUSINESS

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fertilizer, both under the oats and under the peas, taking care not to plant oats near the trees. These two crops, properly managed, will be remunerative, and have the advantage of requiring a small amount of labor, and can be handled mostly by machinery. These two crops, on average soil, should not receive less than 1000 pounds of guano to the acre in the course of a year's time.

In the planting of oats in a pecan grove it is quite an advantage to cut the oats for hay instead of allowing them to mature. By making oat hay there is less moisture and less plant food required than for oats. Then again, it allows the land to be plowed earlier for peas, often an important point in conservation of moisture.

A finer grove can be developed from freshly set trees than from a grove three to four years set, if abused by the negro and the mule or otherwise stunted.

### Growing a Pecan Tree

On flat beds, prepared as if for cotton, 5 feet wide and previously fertilized with about 500 pounds of guano in the drill, we make a trench and plant blocky seedling nuts, running about 100 to the pound, 5 to 6 inches apart. This planting is done in December or January. We cover the nuts 2 inches deep and await their sprouting. Just before they come up we board them off, which helps to keep down the weeds and grass. With rake and small hoes we clear the drill and with cultivators we plow the middles.

About the middle of August we plant a row of peas between the rows of trees in order to keep vegetable matter incorporated in the soil. We grow the peas also between the trees that are large enough to dig, for we find that the peas do the most good after the trees have quit growing, and the peas help to ripen up the trees.

Eighteen months after the nuts are planted the seedlings should be from 2 to 3 feet high and are ready to bud. We consider the month of July the best month for budding nursery trees. We generally commence the last of June and continue through August. This is the time of the year that the sap is flowing freely and will allow the bark to slip.

**Budding the Pecan.** We use a double-bladed knife by taking two single rigid knives which we get of Mayer & Grosh, Toledo, Ohio. We rivet them to a piece of poplar, so as to make the blades parallel and one inch apart. We can furnish these double-bladed knives for \$1.00 each postpaid.

Use well developed buds for the trees from which you wish to bud: preferably cutting the buds in the morning for the whole day's work, immediately cutting off the leaf stems and wrapping the bud sticks in a damp cloth.

**Budding the Tree.** On a smooth place on the tree with knife remove a cuff by cutting just through the bark, split on back and remove cuff. Then cut a cuff with bud on it off of the bud stick, remove carefully without splitting and insert on tree where space is made for it. Take a strip of waxed cloth one-half inch wide and about 14 inches long and wrap the bud securely, like a surgeon. Commence below the bud and get one round so it will be lapped and secure before you get up to the loose bud. Carefully hold the bud in place and wrap spirally, leaving nothing out but the bud, and you need not leave it out. In about four weeks the strings should be taken off. Cut top off 4 inches above bud and keep off suckers. You may tie bud to this stub to prevent wind from blowing it off.

**Budding Cloth.** Take 5 pounds rosin, 8 pounds beeswax, 1 pound tallow, best quality of each; put in a lard can and heat till it boils. Good bleaching makes best cloth. Tear in strips 14 inches wide and fold close to dip. Dip in and with two thin



boards strip off all the wax you can. Unfold while warm. When cool, fold up and keep wrapped in good paper. These are the exact operations practiced by us.

## **Cost of Groves**

The cost of a grove depends upon the location. It can be developed much cheaper on a small scale, where the owner looks after it personally, than where it is managed at a distance.

The first thing to consider is the cost of the land; then comes the preparation, the digging of the holes, planting of the trees, cultivation, fertilizers, re-planting, management, the interest on investment, taxes and overhead charges.

Where one is conveniently located and can grow intensive crops between the trees, the cost of the grove is reduced to the minimum price. But where the grove is developed on a larger scale intensive cultivation is out of the question; the returns for the crop do not enter into the returns from the investment, and the grove is a constant expense till it begins to bear. So the cost of the grove depends upon convenience or inconvenience, and its size, together with the time it takes to develop it.

A grove brought to bearing age in five or six years costs more money than one which has taken eight years to bring it to bearing age.

There are bulletins written showing the cost of apple orchards and peach orchards to the bearing age, and the prices range from \$200 to \$500 per acre.

## **Pruning**

Pecan trees require as little pruning as any fruit trees grown. When the tree is first set out, unless it is over 7 feet high, we do not even take off the terminal bud. Were we planting in arid Texas, we would cut them down to 12 or 18 inches high.

When the buds first grow, possibly the best plan is to promptly remove all those not needed, leaving only those at the top to form a head.

Some growers are of the opinion that it is best to leave every leaf on, and when the buds have grown 2 or 3 inches pinch out the buds of the undesirable branches and leave the leaves on the stem to aid in the assimilation and developing of sap; shading the body of the tree and not leaving the scarred surface by removal.

The first two or three years the only pruning necessary is to pinch out the buds of the limbs which are not in the proper place for tree forming. The next few years the pruning necessary is to remove cross branches which would interfere with the even head formation of the tree. Trees should form their head from 5 to 7 feet from the ground.

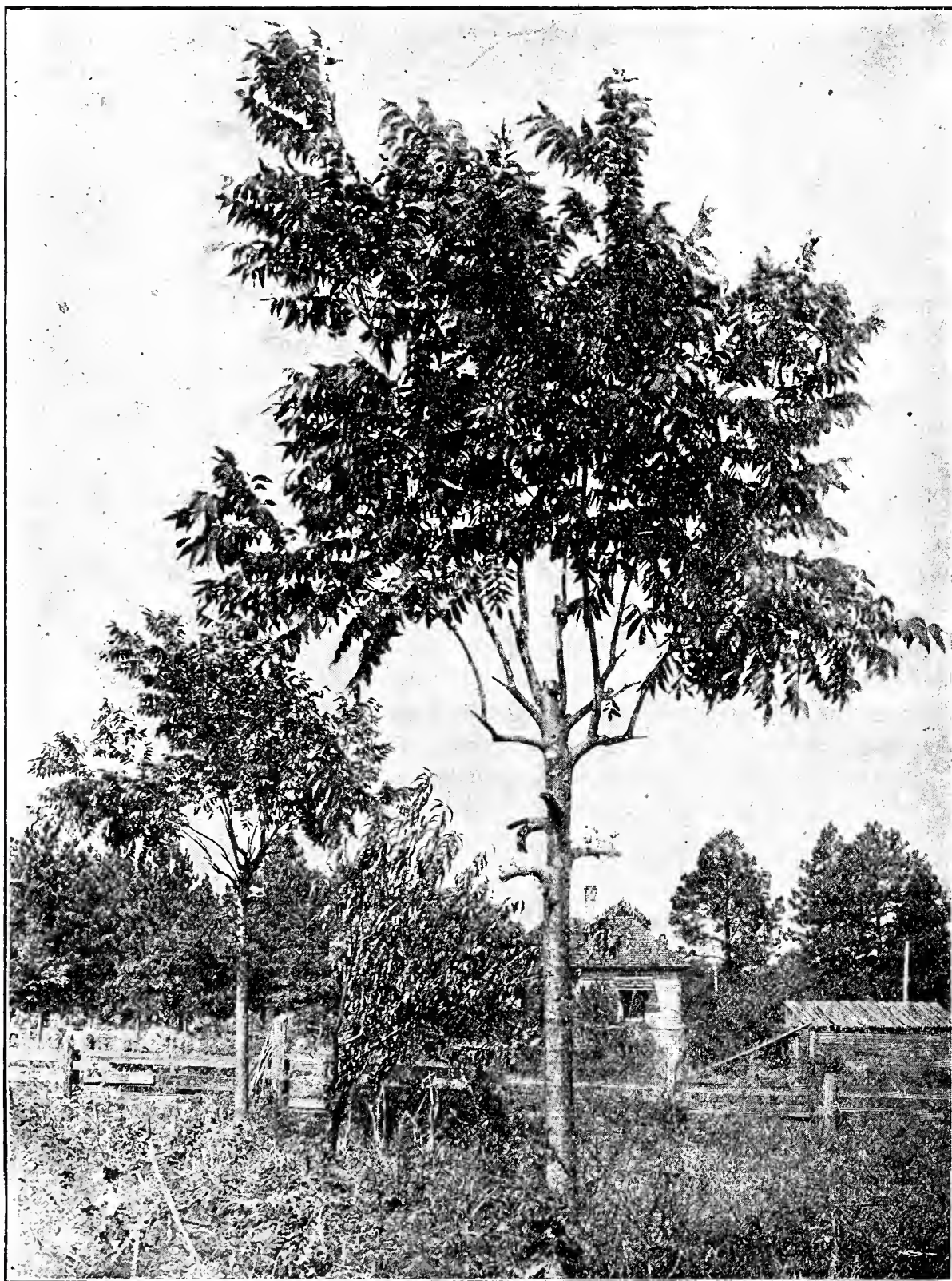
In removing a limb we follow the practice of cutting the limb off, not close to the body, but up the limb twice the diameter of the limb. This applies to small as well as larger limbs. The reason of this is that if the limb is removed close to the body it will present an open surface for evaporation often from 20 per cent. to 40 per cent. of the circumference of the tree, but by cutting it off higher up—twice the diameter—and leaving it there for two years before cutting close to the body, it will then present an open surface for a much smaller per cent. of circumference. All freshly cut surfaces should be painted over to hinder the evaporation of sap from the tree and prevent fungous diseases from entering. A good white lead with a little oil and just enough lampblack to make the mixture near the color of the bark is what we use. The lampblack has no virtue other than preventing conspicuousness.

A crotch tree is one in which the trunk is equally balanced into two branches. This is a very dangerous form for a tree, owing to the fact that storms often split them

## THE PECAN BUSINESS

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and ruin the whole tree. The best remedy for a crotch tree is to cut off about one-third of the branches on one of the limbs. This will allow the other limbs to predominate, and in a short time the tree ceases to be a crotch tree.



SEVEN-YEAR-OLD-PECAN TREE, top-worked with Stuart scions. Seedling top cut back in February; buds inserted August 10th and the lower branches removed September 1st, following. From U. S. Bulletin: "The Pecan" by C. A. Reed, Bureau Plant Industry.



## **How to Top-Work a Large Pecan Tree**

This consists of three things: Sawing the top off while the trees are dormant; budding into the sprouts the following summer, and keeping the suckers removed.

In detail, we would say that any time in the winter while the trees are dormant, preferably February, is the time to top them. Trees from 12 inches down are the ones most advantageously worked. On approaching a tree, glance at it and decide where you want it to form its future head by selecting a cluster of branches on the tree. Do not undertake to bud the tree at considerable distance up and down; it is not necessary. After you have selected the cluster of forks for the future head, then saw off the main trunk from 6 to 10 inches above the upper branches, and the other branches from 6 to 20 inches to give it a pyramidal shape. Arrange to leave remaining on the tree from 15 to 20 per cent. of the lower limbs of the tree to keep up the circulation of the sap, thereby affording vigor and stamina to the tree while the new head is being formed. In sawing off these limbs carefully saw the under side first and then saw the upper side, avoiding, in each case, the limbs splitting downward. When this is cut, paint it at once. If the trees are in a scrawny condition they must be fertilized at once, but if in a thrifty condition, the fertilizer will not be needed. Avoid making the trees too thrifty, for it will cause the sprouts to grow abnormally.

About the first of May, if the trees have sent out too many branches, they should be thinned out so they will be about 4 to 8 inches apart. This is necessary in order to have well ripened sprouts to receive the buds later on. The month of July is the best month to bud these new sprouts. While the bark is too tender and the buds are not brown, the trees are not ripe for topping, and, if budded then, will not live or do well.

The budding of the sprouts is exactly the same operation as described for budding the trees in the nursery. When ready to bud, arrange to put from 10 to 20 buds on a tree that is from 6 to 10 inches in diameter. Thin out the sprouts to that number. While this is too many, we want to make sure of getting a stand the first summer. When the budder inserts his bud in the new sprout, he should immediately cut the sprout off about 30 inches above bud, leaving five or six fine leaves. The object of cutting this sprout off that height is to protect it in a sudden wind storm.

In four weeks after the buds are inserted, and they are always inserted on the upper side of the limb, the wraps should be carefully removed. As soon as removed, the sprouts should be again cut—this time 3 or 4 inches above the buds.

In another two weeks visit the buds again with knife and strings. Remove all suckers carefully with knife and, with the strings, tie the newly grown buds, which should be from 4 to 10 inches long, to this cut off stub to prevent its being blown off by the wind.

Two or three weeks later visit the trees again and remove suckers and tie any necessary buds. This completes the work for the first summer.

The following spring all the trees which have a few living buds in them at all balanced around the tree should have that lower 15 to 20 per cent. limb power promptly removed. The main work then is to keep the suckers removed as promptly as they appear. In June and July any rapidly growing buds which have made over 3 feet of growth, should have from 30 to 40 per cent. of their tops removed. This does not retard the growth of the tree, but makes these fast growing sprouts safe from wind. By the time they branch out they will be hardy and strong. If the buds on a tree do not live, or only a part of them live, then the lower limbs should not be removed, and sprouts should be allowed to grow out for the next summer's budding. Most trees will need some fertilizer at this time.

**To Top-Work a Pecan Tree in the Spring by Grafting by Slipbark Method.** Saw off tree 1 to 6 inches in diameter when growth begins in the spring so bark will slip. Take dormant scions of variety desired; sharpen them down on one side only, having the cut surface about 3 inches. On side of tree with least ridge pry open the bark with wedge a short distance and insert prepared scions, shoving down till cut surface is not exposed. Tie securely with wax cloth and cover top of tree with wax.

### Pecans on Hickory

Top work with hickory to pecans has been done by many and in some places extensively. Theoretically the plan was all correct, but results prove that it is strictly not desirable for heavy yields. The pecans grow too fast for a few years, and when the top is compelled to partake of the nature of the slower growing stock it curtails its growth and especially its yield. At the end of twelve or fifteen years I believe I can plant a pecan seed and bud it to a pecan and grow a finer tree than can be grown by top working a hickory 6 inches in diameter to start with.

Go slow on top working hickory to pecan except for effect in a small way and for interesting work.

### Diseases of Pecans

Some people are under the impression that the hardy pecan tree of the forest is free from insects, but the State Entomologist of Georgia makes the statement that forty insects attack the pecan. We are glad that there are so many insects that like the pecan, for even insects like something good.

Of the forty insects which attack pecans, there are only a few serious ones, and the entomologist assures us that with sprays of arsenate of lead we can control the insects satisfactorily. One of the worst insects is the pecan case bearer, which attacks the young buds; another, the web worm, eats holes in the leaves and devours the blossoms. They can be controlled by the application of arsenate of lead. The web worm, the borer, and the girdler all come in for their share of attention, but none seriously affect the grove if proper attention is given. The girdler is easily controlled by collecting all of the limbs and burning them. These limbs always contain the eggs for the next brood. Web worms or tent caterpillars in this section make three broods each year—May, July and September. The remedy is to carefully collect them before they mature and destroy them by mashing them or burning them after they have been removed from the tree. The pecan borer makes a hole in the trunk of the tree about the size of a lead pencil, and is controlled by applying with a medicine dropper some carbon bisulphide and plugging the hole with clay or putty.

Root rot is, up to date, a pecan trouble which we have not solved, but one to which Uncle Sam is devoting careful and scientific attention, and we hope within a short time to be able to entirely control the bad effects of this disease. So far it is believed to be caused by physiological disturbances of the soil.

### What Fruits Can Be Grown in a Pecan Grove

In most sections where pecan trees are grown, peaches can be grown successfully in between the trees. The main point to consider is to be sure not to allow the soil to become exhausted by the peach trees, thus depriving the pecan trees of sufficient nutrition.

In a few sections figs make good by-crops for pecan groves.

In sections where the temperature and other conditions permit, the Satsuma orange appears to be the most profitable fruit to grow with pecans. The belt of country between Lake Charles, La., and Brunswick, Ga., is favorably situated, being shielded from severe temperatures, and is supplied with sufficient moisture to grow to perfection Satsuma oranges.

One would ask, "Has the Satsuma any enemies or drawbacks?" To this we would say that it has its quiver full. The first drawback is the possible visitation of a severe freeze. There has not been a severe freeze in South Georgia since February, 1899, but this is not saying that we will not have one soon, or even a severe freeze in the next three successive seasons. The lowest temperature during the above mentioned freeze was two degrees above zero in Thomasville; at Mobile, Ala., it was one degree below zero, and one degree below zero at Tifton, Ga. Since that date the lowest temperatures at Thomasville and Mobile have been fifteen degrees above zero and at Tifton, Ga., thirteen degrees. So long as the temperature does not get below twelve degrees, the Satsuma orange industry can survive.

After carefully considering the advisability of this section for Satsuma oranges, we planted fifty acres in a young pecan grove near Thomasville, and at the present date they are showing up better than we anticipated.

The Satsuma requires mineral fertilizers strictly, and for young trees a guano which would analyze 7% acid, 5% ammonia and 12% potash is recommended for best results. The ammonia is best obtained from sulphate of ammonia and nitrate of soda. The potash should always be from sulphate of potash. Use less ammonia as the trees begin to bear.

One grower in South Alabama shipped a car load from thirty acres the fourth year. We are looking for a car load from fifty acres the fourth year.

## **What Fruits Not to Grow Between Pecan Trees**

This list includes all extra long-lived trees, such as pears, apples and mulberries.

## **Age of Bearing and Yield**

We have repeatedly had pecan trees which bore the first year, grafted in the nursery. We had one tree which bore sixty-two large nuts the third year, seventy-five the fourth year, and eight hundred the fifth year. We had a Mobile which bore 20½ pounds the fifth year. We gathered 14½ pounds of Money Maker the sixth year, and 5½ pounds of Curtis the sixth year from a tree growing in Bermuda grass and planted to oats each winter. The famous Parker ten-acre grove began bearing a few nuts the fourth and bore 180 pounds the fifth year.

All this is to show that pecans often begin to bear early, but all of the pecan growers, after practical results, do not want their trees to bear till the eighth year. If cultivated for growth till this age they will then make much larger yields than if allowed to be stunted in early bearing.

## As to Yield

The Moore nut bore 62 pounds the sixth year after planting, the Mobile 20½ pounds the fifth year. The Brooks bore in three years—the seventh, eighth and ninth years, a total of 200 pounds, the tenth year 106 pounds. The Wight Frotscher tree bore 344 pounds in 1913, and a total of 2,140 pounds in the whole twenty-two years planted.

The Wise grove at Fitzgerald, Ga., ten acres, bore a few nuts the fourth year. The fifth year bore 63 pounds, the ninth year 900 pounds, and the tenth year 1,100 pounds.

R. J. Parks' grove of twenty-five acres, twenty-seven trees to the acre, bore the ninth year 2,800 pounds.

The Calloway tree at Hardaway, Ga., in 1911, bore 400 pounds, and that was its twenty-fifth year.

The original Claremont pecan tree at Pecania, La., is about forty years old, and has produced as high as 350 pounds of nuts in a single season, which have sold for 40 cents a pound and over. The tree is valued by its owner at \$1,000.

Theo. Bechtel has in his back yard at Ocean Springs, Miss., a tree of the Van Deman variety, a kind which is not regarded as a prolific bearer, although its advocates claim that additional age will show increasing crops, a theory which seems to find confirmation in this case. The tree was planted in 1900. The crop of 1910 was 100 pounds. A year later, 1911, it yielded 60 pounds; in 1912, 70 lbs.; in 1913, 185 lbs.; in 1914, 100 lbs.

Mr. I. P. Delmas of Pascagoula, Miss., has one of the best kept orchards we ever saw, and he has, on eighteen acres, 325 trees of Delmas, Stuart, Schley and Success planted in 1903. We saw him gathering 75 barrels of 130 pounds to the barrel in the year 1912, and he sold the nuts for 60c, 40c, and 75c per pound. The crop of 1911 was 52 barrels.

The John I. Parker grove here at Thomasville, consisting of ten acres (Frotschers), bore:

4th year.....a few nuts,	5th year..... 180 pounds,
6th year.....210 pounds,	7th year.....1137 pounds,
8th year.....637 pounds,	9th year.....2698 pounds,

and netted that year \$90.00 per acre.

All these are records of the best yielding trees and groves, but the owners of each one of them to-day will tell you that their experience enables them to do even better if it were repeated.





## Gathering, Drying, Polishing and Grading

**Gathering.** From the middle of September to the first of November is the time for gathering pecan nuts. The greatest per cent. of the crop is gathered between the dates of October 15th and November 15th. Some make three or four gatherings of the crop to prevent discoloration and the loss from intruders, and to prevent those in the flooded districts from being washed away. The most practical time to gather pecans is when 80% of the shells have cracked. Just before gathering remove all obstructions from under the tree, either by mowing it off with a mowing machine, or cutting it off with a hoe. Then, with good fishing poles, thresh down the nuts of high trees. This is accomplished by making a high frame on a wagon which will allow the men to reach the branches of the trees from the frame.

In picking up nuts from the ground, never put your hands on one which still has its shell on it. The reason for this is that they are more or less faulty, and will not pay for the trouble of handling. Gather nuts in suitable packages like peach baskets, and pour them into sacks for carrying to the pecan storage room. In gathering, be sure to never mix the varieties. Two large sheets, one on each side of the tree, make quite a convenience in gathering nuts. When hulled out, where convenient, always burn the hulls. In this way the shuck worm is destroyed.

**Drying.** The nuts are dried by placing in sacks of about one bushel each; the sacks being handled several times in being taken out to sun and returned, thus polishing them. Another way is to place them on screen sieves in the sun. Still another way is to place them on screen shelves in the storage room. They should become thoroughly dry before they are offered for sale, this taking about three weeks' time. Artificial drying is being tried out and promises favorable results.

A damp cellar is never a good place to store pecans for the reason that they will become rancid too quickly in such places. Any good ventilated building where the moisture can be controlled, makes the best storage room. To keep them over six or eight months, they will probably have to be put into cold storage, where the temperature should be from thirty-five to forty degrees; and so far as we know at present, they will then keep indefinitely.

**Polishing.** Some varieties of nuts, like Frotscher, Pabst, Van Deman, and others reasonably clean, appear best on the market without any extra polishing. Money Maker, Brooks, Schley, Delmas, and other nuts which are too dark when first gathered, are wonderfully improved in appearance by polishing before being offered for sale.

This operation is performed by rubbing them in sacks, and also by machinery made for that purpose, which might be termed a mixing machine or polishing machine. This polishing operation does not improve or detract from the quality of the nut. Quantities of mixed nuts, varying greatly in color, are often stained to give them a uniform appearance for commercial purposes. This is an advantage from the appearance standpoint, but is detrimental from the quality standpoint. The public needs to be educated to the fact that the finest quality of nuts are obtained from those not artificially stained.

**Grading.** Most likely the proper grading for pecans will require them to be put into three separate grades: No. 1, No. 2 and Culls. Always crack the culls and sell them as meats only.

Grading machines with elongated slots in the cylinders are very successful.

Let each variety be graded to sixteenths of an inch, and have that size each year for each grade. Each grade will require about two-sixteenths.

## Marketing

The growing of pecans is one business, and marketing them is altogether another business. In order to sell our pecans we have to study the markets, learn what the trade wants, in what grade they want them, number of grades, and in what packages they are wanted.

We can quite often sell our pecans to a private fancy trade by advertising, sending out prices with samples, and disposing of our crops very satisfactorily to this direct trade; but when quantities of the standard varieties are gathered, and are ready to be shipped in car loads, we have to rely upon the regular channels of trade that handle such products in car load lots.

We are quite fortunate in having many produce exchanges to discover the best ways of offering such crops. We also have the benefit of the apple and peach exchanges, which have to handle a perishable crop, in a limited time, to a limited territory. We are also fortunate in having the benefit of the California Fruit Exchange of many years' successful operation, in handling a valuable crop, all disadvantages being considered.

The different pecan organizations consider this subject one of the most important problems for consideration, and they have committees composed of the most efficient members to make a study of this marketing, and we do not anticipate any serious trouble or losses, in disposing of the nuts grown in the South. We realize that the fancy prices of from 50c to \$1.00 a pound are excessive, when the nuts in quantity have to be handled through the regular channels of trade, like other products.

Strive at all times to work up a private trade, eliminating the middle men as much as possible, but at the same time co-operating with those men who are laboring to establish a pecan exchange for the disposition of all the nuts, so that proper returns will be realized.

If the Georgia peach growers, with 12,000,000 of trees, can find a satisfactory market for 4,000 car loads of peaches in the short space of eight weeks, selling a perishable product which cannot be shipped to too great a distance, it looks possible that the pecan growers can sell the nuts from the half million trees, when they have twelve months' time, and for a product that is not perishable and can be shipped to any point on the globe. Acquaint the world with the merits of the Southern Paper Shell Pecan, and the problem of marketing will be solved.

## Pecan Crackers

When you have formed the habit of eating pecans which, by the way, is a very pleasant one, the next best addition you can make is a nut cracker.

The Perfection Cracker, made at Wayco, Texas, will prove to be a very satisfactory implement. The Squirrel Cracker is a more rapid machine, but does not crack the nuts quite so nicely. The New Hand Cracker, made by Mr. F. B. Mays of Whorton, Texas, is a more rapid machine than the two just mentioned, and any one wanting to crack a quantity for home market will find it an excellent implement. All the above machines can be had for \$1.00 each.

Should you be interested in cracking nuts in a wholesale way, where you wish to furnish them by the ton, write to the Louisiana Nut & Machine Co., New Orleans, La., and get their prices on a power machine, which will crack from 500 to 600 pounds per day. Another power-cracking machine can be had of Mr. Robt. Woodson of St. Louis, Mo.

Dry pecans are more easily cracked if soaked in water over night.



## Pecan Analysis and Food Value

We enclose here from the Department of Agriculture at Washington, D. C., analysis of pecans and all other nuts, and a comparison of these nuts to other food products. At a glance, one can see the value of pecans as compared to the other nuts.

### Food Value of Nuts Compared

	Per cent. Protein	Per cent. Fat.	Fuel value per cent. Calories
Almond.....	21.4	54.4	2,895
Beechnut.....	21.8	49.9	2,740
Brazilnut.....	17.4	65.0	3,120
Butternut.....	27.9	61.2	3,370
Chestnut, fresh.....	6.4	6.0	1,140
Chestnut, dry.....	10.7	7.8	1,840
Cocoanut.....	6.6	56.2	2,805
Filbert.....	16.5	64.0	3,100
Hickorynut.....	15.4	67.4	3,345
Peanut.....	29.8	43.5	2,610
<b>PECAN</b> .....	12.1	70.7	3,300
Pinenut.....	33.9	48.2	2,710
Pistachio.....	22.6	54.5	3,250
Walnut.....	18.2	60.7	3,075
Round steak.....	19.8	13.6	950
Cheddar cheese.....	27.7	36.8	2,145
Eggs, boiled.....	12.4	10.7	680
Wheat flour.....	11.4	1.0	1,650
White bread.....	9.2	1.3	1,215
Beans, dried.....	22.5	1.8	1,605
Potatoes.....	2.2	.1	385
Apples.....	.4	.5	290
Raisins.....	2.6	3.3	1,605

As we have mentioned before, if pecans were put into the lunches of the school children, they would not only very easily consume the nuts of the United States, but from this table you can see that they would be supplied with the very finest of products. Nut lunches on the trains are the most satisfactory lunches that can be prepared.

It is reported by good authorities that the United States produced more pecans in the year 1912 than it produced in the whole twentieth century. In 1884 there was only one car load of pecans shelled, in 1912 there were 298 car loads of pecans shelled. This shows considerable increase, but is small as compared to what it will be in the next ten years. Greater uses for nuts are found every day, and the quantities used by confectioners and grocery stores would surprise any one.

The industry of the peanuts increased from a few pounds to over a thousand car loads a year.

Although at present the use of the pecan is almost unlimited, it is small when compared to what it will be when the public becomes informed of its quality.

The eating of excessive amount of pecans, or after heavy meals or late at night, is not recommended, but eaten with other foods, as all heavily concentrated foods should be eaten, will prove beneficial to almost any one. The pecan especially appeals to those using the raw food diet, as well as to those who want a sanitary article and 100% good meat in concentrated form.

The National Convention instructed Mrs. Thomas A. Banning of Robertsedale, Ala., to prepare a booklet—"How to Use Nuts." Write her for it.

A conservative estimate fixes ten acres of grass land necessary to supply an average family with beef for one year. The same conservative estimate fixes one-tenth that amount of land necessary to supply an average family with the choicest and most wholesome food of pecans.

### Marketing Ten Years Hence

The old adage, "Necessity knows no law," we think will prove applicable to the subject of marketing pecans. A few years ago no one dreamed that it would take but a few million dollars to supply the peanut trade of to-day, and the demand is still growing; while the quantities of corn flakes and such cereals that are now being used would stagger the average person.

The tendency towards convenience in all food products compels us to believe that a large per cent. of the pecan crop ten years hence will be offered already shelled. This presents the unit of food to the consumer without the necessity of a cracker, and eliminates the inconvenience of the shells and annoyance of scattered fragments, to those who are partaking of the nuts.

When the Paper Shell Pecan is sufficiently well known, and is offered to the public in shelled cartons or packages, the traveling public on parlor cars and day coaches can alone use more pecans than are at present grown. Any product having the immense value of the pecan will have plenty of competition in the commercial world that handle it. No one pecan exchange will monopolize the business, but each district will have one, and possibly several, exchanges in each district. Co-operation will be one of the essentials for successful handling of pecans, and the other will be the proper grading and classifying to a standard of the products offered.

### Don't Plant Pecan Seedlings

There is not one valuable pecan seedling in the United States that would come true from the seed. Do not plant seedlings, because their bearing qualities are so uncertain. Some will be prolific, some barren and many shy. Don't plant pecan seedlings, because one hundred of them will yield a job lot of one hundred sorts.

Seedlings, on account of size, are more difficult to gather, less remunerative, and are hard to classify.

### Varieties

We propagate the standard varieties of pecans, and constantly study the adaptability of each variety to the different sections where pecans are planted. Some varieties, after being tested a few years, fail to have the necessary requirements to warrant the continuation of their planting. Other varieties are discovered which have some superior merits, and they are all thoroughly tested, and if they prove to have the essential good points they are then propagated.

A variety must have three essential qualities: the first is tonnage; the second is appearance, and the third is quality. It would not be a bad plan to add to these

three main essential qualities, the quality of healthfulness of the tree. We put tonnage or yield first, for it makes no difference how superior a nut is in all other points, if it is not a good yielder it does not become popular. Under the heading of appearance, it is first essential that the nut present well before it is cracked, and it must also present well after it is cracked. The quality of the nut is the third essential point, and it is the one that is the proof of the good qualities of a variety, and one that is essential in order that the demand may be made constant.

At our last meeting of the Georgia-Florida Pecan Growers' Association, the four varieties which, when all points were considered, (yield, appearance, quality and healthfulness of tree,) which forced themselves to the front as being most desirable on account of scoring high on the above four requirements, were in the following order: Stuart, Schley, Money Maker and Teche.

This discussion of varieties was only applicable to what is known as the Georgia-Florida section. Carolina, Louisiana and Texas would require a different list of varieties for the most prominent nuts. You will find, in the discussion of varieties, that we give the good points and then the bad points of each variety.

## Stuart

Size large to very large, ovate cylindrical; color grayish-brown, splashed and dotted with purplish-black; base rounded, tipped; apex blunt, abrupt, somewhat four-angled; shell medium in thickness; partitions thin; cracking quality not very good; kernel plump, full, bright straw-colored; sutures moderately broad and deep, secondary sutures not well defined; texture solid, fine grained; flavor rich, sweet; quality very good. While very plump it is not so easily removed from shell whole as some other varieties.

The whole country over still votes the Stuart the most popular pecan. We have given a full description of it, and in addition, would say, the objection to it is that it is a little hard to shell, but if allowed to ripen for two months it shells very much more readily, and then the plump kernels are exceedingly attractive. The cracking machines will handle them very satisfactorily when we get a surplus of this fine nut. Another objection to the Stuart is that the rosette likes this variety especially. In some sections the shuck worm materially affects the appearance of the Stuart for market.

## Frotscher

Large, cylindrical ovate; color bright yellowish-brown, with a few black splashes about the apex; base broad, rounded; apex blunt-pointed, four-angled; shell slightly ridged, smooth, thin; partitions thin; cracking quality excellent; kernel brownish-yellow, dark veined, frequently slack at one end; sutures of medium depth, rather narrow; secondary sutures well marked; texture dry, flavor good, quality fair to medium.

The Frotscher is a very popular nut in this whole section of country. Its finest point is the appearance it makes upon the market. They are easily cracked without any artificial assistance, and where the trees are given **intensive culture** they always give satisfaction. It is not a variety that will stand neglect like some other varieties, and this one point has caused some to dislike it. This last summer has been a very severe test upon the Frotscher, inasmuch as it has been the driest year in the last forty, and the Frotschers have universally shedded their nuts; possibly such dry weather will not occur again soon. We do not think less of the Frotscher for having shed such a large per cent. of its nuts this year, knowing that all varieties have their weak points.

## THE PECAN BUSINESS

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We consider the Frotscher still one of the safe, standard nuts. Our observation has been that when this variety is grown on stiff, red clay land, that the kernels are brighter and freer from the peppering appearance, than when grown on looser soil.

### Schley

Size large; oblong, oval flattened; color light reddish-brown, marked with small specks about the base and small splashes of purplish-brown about the apex; base rounded, abruptly short nipped; apex abrupt, flattened on two sides.

The Schley pecan, if a prolific bearer, would occupy half of all the orchards planted, on account of its being of very thin shell, fine texture and good quality. In sections where it has been tested and proved to be a reasonably fair bearer we think it will result in being the most profitable variety to plant. Up to the present, the most universal report of the Schley has been that it was too shy a bearer, but now the trees are getting older, and many sections are reporting that the Schley is bearing sufficiently good crops now. The most discouraging report we have heard of the Schley in the last year is, that one party reported that with him the rosette was so bad that he was top working them to Stuarts. The kernel is not only plump and universally well filled, but it has a very uniform bright color of the meat. Another objection to the Schley is that it is not so large as some of the other varieties.

### Delmas

Size large to very large, averaging 40 to 50 nuts to the pound; form oblong, ovate; shell moderately thin; kernel plump; quality good to very good; flavor excellent; tree one of the most vigorous of all; very productive. The nuts are not as bright as some of the other varieties, but are exceedingly uniform in size. The tree is upright in growth, and is one of the thriftiest varieties propagated.

The objections are that in some very moist sections some years it scabs considerably on the lower limbs. The other objection is that the nuts are not as bright in appearance, and will not show up so well in the market. Even in sections where it scabs badly the drier years, it yields a most satisfactory crop through the middle of the cotton states, and especially in Texas it is one of the finest varieties that can be planted for commercial orchards.

### Pabst

This variety continues to stand the test over a large territory, and is one of the standard varieties for commercial orchards, being thrifty and especially hardy. It does not shed exceedingly dry years, and it does not overbear and have off years like some varieties.

The objections to the Pabst are that it is not quite large enough to be classed with the very large nuts, and it is not quite as smooth as it should be to be a fancy nut. The quality of it, however, makes the person who eats it want some more Pabst.

### Money Maker

The good points of the Money Maker are that it is more free from all diseases than any variety which we grow. The next finest point it has is its prolificness. It is also very easy to crack out in unbroken halves, and when cracked it is uniformly a bright yellow, plump and attractive nut.

The two objections to the Money Maker are that the shell is a little too thick to be classed as a fancy nut, and it is a little under size, and will have to be classed as a medium nut.



## Mobile

Size medium to large; shell moderately thin; quality fair; kernel uniformly bright and attractive. It is very productive, and even in the driest years the Mobile is breaking its limbs with fruit.

The objection to the Mobile is that quite often the nuts fail to fill sufficiently well. This being the case, they should not be offered until after having been well fanned, to blow out the faulty ones, or run through a centrifugal machine to select the plump nuts from the faulty ones.

On account of the very prolific bearing habits of the Mobile, it probably would be a good plan to plant a portion of a grove of this variety, with the expectation of having the nuts shelled and selling the meats. In this way the exceeding prolificness of the tree will make it profitable.

In the districts where they have a close, compact, clay soil, the nuts fill better than in districts of loose, sandy soils.

## Success

Size large to very large; shell moderately thin, but very tough; kernel usually plump and rich; flavor very good.

It is not sufficiently well tested in all of the pecan districts, but we are of the opinion that this will prove one of the most profitable varieties. Some of the young trees which have been bearing in different districts, have not yielded nuts well filled, but as they grow older we feel confident that this objection will be eliminated.

## Van Deman

This variety at Charleston, S. C., heads the list as the most desirable pecan planted. In many sections it is a very desirable variety, being a very rapid growing tree, and the nuts exceedingly attractive in appearance. It is a hardy variety, and withstands the cold better than most of the standard varieties.

The objections to the Van Deman are that in some humid sections it often scabs badly, and the crop does not run uniform in size.

## Teche

Size medium to small; shell of average thickness; kernel fairly plump; quality medium to poor; easily cracked. It is one of the most productive of all pecans, bearing a good crop every year, and is, like the Money Maker, comparatively free from all diseases. This dry year has proved it to be similar to the Frotscher; it has shedded a large proportion of its crop, but not so much as the Frotscher. It is one of the latest varieties to ripen, and should not be planted further north than Macon, Ga.

## Over Production

So many good, thinking business men have asked the question, "When will we have over production in standard pecans?" that we have decided to give this subject some consideration. The question is also applicable, "When will we have over production of wheat; over production of corn; over production of beef?" These three products are all staple products, and are not perishable.

Pecan culture, while it is the most promising new industry of the South at present, when it becomes adjusted in the regular avenues of trade, will be as standard a product as the three mentioned. With the map of the world before us, when we consider what a small per cent. of the South is well adapted to the growing of standard pecans, and when we consider that the present crop of pecans of the whole United States would supply the school children a nut lunch for only one week, if it were distributed to all the school children in the United States, it begins to look as though it will be several years before we will have a supply, much less an over production. Then let us take into consideration that the taxed, burdened Orient, and Europe with staggering war tax, will not soon grow pecans for export. For these reasons we are inclined to think that over production is not soon to be.

As an actual fact, in the next forty years, the population of the United States alone will be 200,000,000 or more, and the demand for such standard goods will grow faster than the nuts will be produced.

Over production, if we have it at all, will be the result of congestion, and we will never have it if we inaugurate a system of co-operative distribution.

### Possibilities of a Pecan Grove

This whole booklet has been written just as experience developed it in the field. Not what might be done, but what has actually been done. As to the possibilities of a pecan grove, we would prefer to present a few additional facts and let the reader draw his own conclusions.

Please read again what we say on "*Age of Bearing and Yield.*" Write the owners and see if they will take \$1,000 per acre for those groves.

Mr. Paul P. McKeown of Concord, Fla., in the summer of 1913, sold a ten-year old grove of seventy acres for \$25,000, and reserved thirty acres for which he would not accept an equal amount.

Mr. C. M. Barnwell of Baconton, Ga., sold six hundred acres for \$200,000, and only half the grove was old enough to bear.

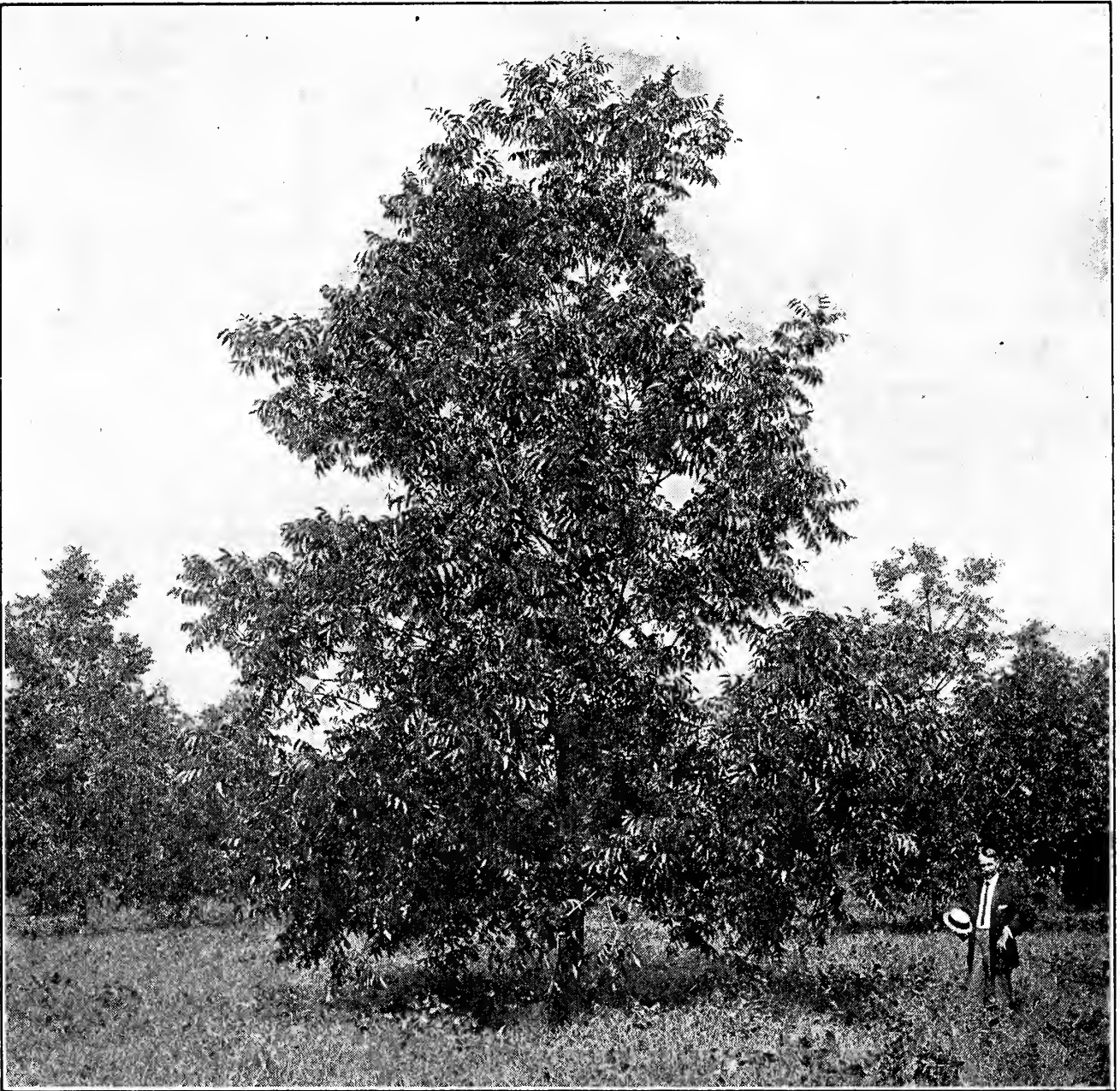
Col. C. A. Van Duzee, president of the National Nut Growers' Association, in his annual address said: "My own best trees are eight years of age, having returned more money than the cost of the land, trees, care, fertilizers and interest upon the investment. I value them at ten times the total cost, but I have many other trees that are not so good.

"Two weeks ago I helped to gather the crop from a twenty-two year old pecan tree, which will pay its owner eight per cent. interest upon a valuation of \$2,000 this year. On that basis it has increased in value over \$7 each month for the twenty-two years, and it is not through growing yet.

"The above are examples of the best trees, but there is not a farmer in the entire nut area that may not do as well or better, if he will."

We undertook to develop a grove so the bodies of the trees would measure 12 inches in diameter at end of eight years after setting, and to accomplish this without one shovelful of stable manure. At the end of the seventh year the best tree in the grove (a Money Maker) measured 11 inches in diameter, and had yielded over 30 pounds of nuts. We do know that we can develop a grove 12 inches in diameter in eight years, can gather a few nuts the fourth and fifth years, but we do not know what the possibilities of a grove would be when given intelligent and intensive attention from before it is planted to maturity. A pecan grove will respond beautifully to this kind of attention, and only to this kind. Hybridized and pedigreed varieties of the future nuts might hold wonderful improvements in store for us.





**BUDDED PECAN TREE—Seventh Year Set ; 11 inches in Diameter.**

We leave you to accept the opportunity offered by paper shell pecans, the truest elixir of life found by this scribe.

## **Pecan Developing Companies**

The question, "Is it safe to buy pecan groves managed by regular pecan developing companies?" is often asked. To this we would say, Yes and No. Yes, if you buy from the proper company after a thorough investigation as to its ability to carry out all the contracts which it agrees to. It is just simply a business proposition, and when the companies comply with business principles, one is safe in engaging with them.

The first essential is to know that the land titles are clear. Then investigate for adaptable soil. Acquaint yourself with the personnel of the company, especially the local manager, and ascertain by any and all available means if he has the practical knowledge and ability to develop the grove. These requirements, after all have been met, we consider are worthy of your co-operation. If the company omits any of these essential points, it is well to withhold your co-operation.



A Texan can cross the line and swat a Mexican, and thank you for the privilege; but for Uncle Sam, with his mighty army, to guard the border the cost is several thousand dollars per month. This is an explanation as to why large pecan developing companies seem to be extravagant in their expenditures.

Some pecan corporations are successful and some are unsuccessful. Just as corporations engaged in every other line of business in the United States—some are successful and some are failures. Proper motives and proper management are the features that determine which it shall be.

### Trees on Streets

Some people and some cities advocate the planting of pecan trees on the streets, arguing that they will get both utility and beauty from the tree. This sounds practical, but in reality we consider pecan trees on the streets objectionable for the reason that when the trees begin to bear the passing public claim the crops. What they cannot conveniently gather, they will destroy in some way. They throw stones and climb fences till it is often a nuisance to the parties who are living close to the streets. We happen to know that in Savannah, for the above mentioned reason, the council ordered cut down some pecan trees two feet in diameter.



Pecan Nursery of 175,000 Seedlings

### Care of Trees on Arrival

After long experience we find we cannot neglect the trees at any time. We have been, on the average, forty months caring for these trees, and would insist that the purchaser neglect them not one minute for anything. If received in freezing weather, place in a cellar, or cover entirely the whole package in wet grass, straw or such material, and wait for a warmer day.

If not ready to plant at once, trench the trees in moist soil thinly, leaning them towards the south. If the roots are dry, or if the branches are at all shriveled, dig a trench, untie the trees and place them in it, working in fine soil among the roots and above them for several inches, saturate



with water and cover with more soil. They will become plump in a very few days, and should be planted just as soon as possible. Do not expose the tree roots to either sun or wind. Keep them damp in a barrel or wet sack.

## Absolutely No Agents

Why pay an agent as much for his services as the trees cost? Be your own agent and send direct to the nursery, as he does, and save his profits.

BUSINESS MAN, do you need trees—A No. 1 trees, carefully grown? Order direct from headquarters and pocket the fruit-tree agent's profit. Read the letters from our customers. They are men of experience with our trees and dealings and know where to get full value for money sent. Have you bought trees of agents? Did you pay high prices and then get deceived? Could you find agent afterwards to get him to make trees good? Now we earnestly ask you to give us a trial. We sell at about one-half the agent's prices. **We support no middle man.** We guarantee our trees to be true to name, and you can find us, for we have a regular place of business, and have a reputation to maintain. Can you find any locality that has not been misrepresented by agents? On the other hand, can you find any locality that has been misrepresented by B. W. Stone? Where our trees are the best known is where we get the most orders.

## Why Patronize Agents? Be Your Own Agent

A man parting with his money, wants assurance of fair treatment; trees to be as represented, and deal with one where there is assurance of satisfaction guaranteed.

Could we give these references and be in possession of such testimonials, and have pleased customers with bearing trees all over the South, and not give satisfaction?



## Announcement

"The Pecan Business" is written for those who are interested in pecan growing and for those who desire to become interested in a safe and profitable business.

The industry is interesting, healthful, profitable and unlimited. It has drawbacks, but they are necessary to ward off the tenderfoot.

We invite you to come to see our groves and nurseries, and kindly invite your attention to our way of doing business without agents. ●

## Write Us

When you receive your trees we want you to write us. When the trees grow we want you to write us. When the trees bear we want you to write us. If any disease or insect appears, we want you to write us so we can aid you. We take all the leading agricultural and horticultural papers and keep abreast with progressive horticulture. We study horticulture, we delight in horticultural works and love to correspond with our customers on horticulture. We want our customers to write us of every new fruit and pecan or other nut trees they know of.

## Natural Advantages

The natural advantages of our soil being a happy combination of sand and clay, together with our climate and location give us facilities for supplying trees of the finest quality and for the lowest price. Hence the secret by which we give our customers entire satisfaction.



## Guarantee

We guarantee trees to be pure and true to name to customers who buy direct from us; to be grown, dug, packed and delivered to common carriers in first class order. Not liable for damages to exceed the original cost.

**We make no charge** for packing or drayage or boxes.

**Terms—Cash with order.** "Owe no man anything, that we may remain friends."

Articles of merit honestly handled and guaranteed. Don't beg a market.

**C. O. D.**—Parties who prefer to pay on delivery of goods can avail themselves of that privilege by sending one-half cash with order and paying the balance collect on delivery, the charges for collecting and returning money to be paid by the purchaser.

**Remittances**—By P. O. Money Order, Express or Express Money Order, or New York Exchange. No private checks accepted.

**Shipping Season**—From November 15th to March 15th.

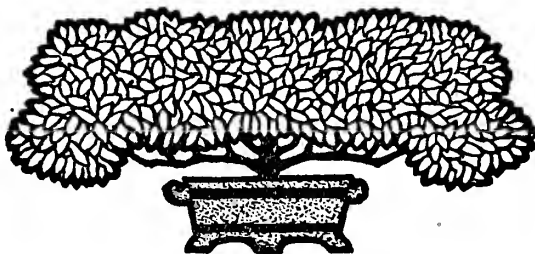
**Club Orders**—Many responsible persons get up club orders in their own community and send in to secure club rates. Such trade is especially solicited. Club rates will be given on application.

**Substitution**—We make no substitutions. We let other nurseries do that. We write, as well as we know, a true and honest account of each variety of fruit, and each planter is able to make his own selection.

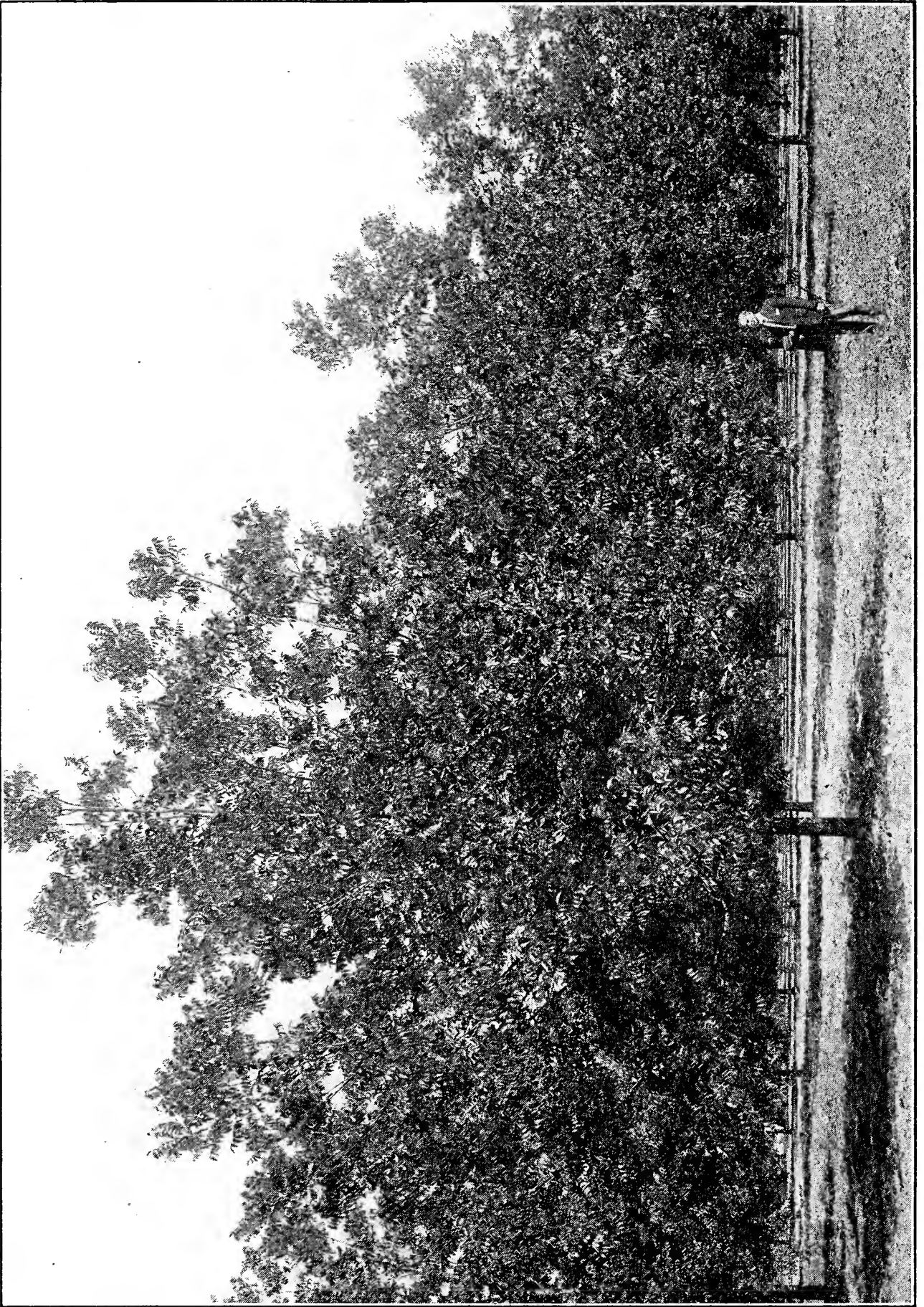
**Our Catalogue** gives accounts of varieties of fruits honestly and truly, without exaggerated statements and misrepresentations—just facts in every day clothes. We believe that a legitimate and good business can be conducted by giving facts only. We know a much larger business could be easily carried on by giving all of the good points and none of the bad. Reader, we give both sides that you may be better able to judge.

**Take labels off** of trees and make record of orchard. Then you will be able to order exactly the varieties adapted to your place. Labels often cut the tree in two and cause it to die.

Send 10c for sample of nuts.







The Grove that Produced \$90 per Acre the Ninth Year.



# B. W. STONE & CO.,

NURSERYMEN.

ÆOLIAN FARM.

Thomasville, Ga.,

Dear Sir:

With pleasure we comply with your request, and hope our catalogue will prove profitable to you. We further offer our experience and services at your command. Use us.

We do not try to grow the cheapest trees, but trees of the best quality. Pecan and other fruit trees vary in quality just as there are mules of different quality; buggies of different quality, and even men of different qualities. Don't buy cheap pecan trees just because they are the cheapest. When you buy pecan trees you expect them to do well, and bear true to name. To furnish this kind of trees we must spare no pains or expense in keeping the varieties true to name, nor in the care and cultivation, and especially in digging and packing all of the roots with the trees after they are fully matured. We will not ship out, like most nurserymen, trees before they are mature and dormant.

Make use of our customers who give testimonials of our trees and dealings with them, and let us know and we will send you additional names of customers near you, as we have customers all over the South. Our long experience in fruit culture and our catalogue of unvarnished facts will be of benefit and fruitful service to you.

It is a business proposition. Be your own agent. Attend to it today. "He who makes two blades of grass grow where but one grew before is a benefactor." He who buys two trees of us at the cost of one from an agent is a benefactor to his family and his purse. Could we do anything but a square business and be in possession of these testimonials from these banks and our customers everywhere? Try them; we give their full address and if there is a single bogus testimonial among them we will give you your order free.

Commence your pecan grove this season, if you only plant one acre. Figure a little! What can you plant that will enhance your place faster than pecans? It is worth twice as much to know that you are getting trees true to name.

Any one can see the varieties are true to name in our nursery rows. We wanted 100 acres of paper shell Pecans for our own grove. This is why we were so very particular in going ourselves and cutting the wood off of bearing trees and having something we could swear by.

We are willing to aid you in the establishing of your grove whether you buy of us or not. Come and see them. Correspondence is a pleasure.

Yours truly,

B. W. STONE & CO.



# PRICE LIST OF PECAN TREES

**B. W. STONE, Nurseryman**

**Thomasville, Georgia.**

Dear Sir:—

We go out determined to produce a pecan tree with the greatest stamina possible. We have succeeded and our customers so testify.

With over 20 years experience in growing pecan trees we know how to grow a pecan tree with the greatest degree of thrift and vitality. A better combination of sand and clay for producing a fine root system we have not seen.

We know what we send out and invite competition with our trees anywhere. They will stand the test.

We have a large lot of exceptionally fine trees and we want you to see them and do business with us. Take a day off and make us a visit. We appreciate your interest and offer you our services.

Please write us further. We will be glad to serve you.

Very respectfully yours,

B. W. STONE.

## PRICE LIST

	EACH	10	100	1000
1 to 2 feet - -	50	\$ 4.00	\$ 30.00	\$ 200.00
2 to 3 feet - -	60	5.00	40.00	300.00
3 to 4 feet - -	70	6.00	50.00	400.00
4 to 5 feet - -	80	7.00	60.00	500.00
5 to 6 feet - -	90	8.00	70.00	600.00
6 to 7 feet - -	1.00	9.00	80.00	700.00

**Varieties--Stuart, Deimas, Frotcher, Schley, Mobile, Vandeman, Pabst, Success and Teche.**

Mr. B. W. Stone, Thomasville, Ga.

Dallas, Texas.

My Dear Sir:—I am having excellent results with Texas varieties, budding from selected seed, nuts and selected buds. I prepared a paper for the National Nut Growers Association at Mobile, giving some experiences on this line. It will interest you. I wish we lived closer together. I would get you to grow some hundreds of trees for me to supply people here. The root system given by your soil is the finest I have seen, and you do send out lovely trees.

Yours truly,

CHAS. L. EDWARDS.

Tifton, Ga.

Dear Sir:—The 500 pecan trees which we got of you are sending out shoots all along the trunk from the ground to the top. Only four failed to live.

Very truly,

E. O. HOOD.

Valdosta, Ga., May 11, 1913

Dear Mr. Stone:—The trees that you have furnished to us from time to time have been all that we could ask of them and we believe superior to any that we could secure from any other nursery anywhere. In fact we would not have been in the business today were it not possible for us to have secured trees from you to plant our 1400 acres in pecans.

Very truly yours,

VALDOSTA PECAN PLANTATION CO.

J. T. Blalock, Secretary.

Columbus, Ga., June 13, 1913.

Dear Sir:—In 1912 I bought from you 6,000 trees and in 1913, 4,000 and I am very glad to say that these trees were very fine and gave me excellent satisfaction. I expect to buy some more trees next year and you can certainly count on my business.

Yours truly,

R. B. SMALL.

Chicago, May 12, 1913.

My Dear Mr. Stone:—It gives me pleasure to state that about the best trees we have purchased for our orchard have been from B. W. Stone & Co., Thomasville, Ga. We have purchased approximately 10,000 trees from this Company, and they were first class in every particular, and are about the best trees in our orchard.

The trees were furnished to us in good condition, being properly packed and shipped. Your dealings with us have always been correct, fair and honest.

I will further say when I visited your nursery last fall, I was very much impressed with the careful cultivation your nursery was being given, in fact I can truthfully say it is one of the high class nurseries of the south. The trees were healthy and thrifty and you could see that they were given expert attention and most careful cultivation. I expect to be in Thomasville, Ga., in the near future, and I want then to make arrangements with you for a purchase of more trees for our next season's planting. With kind regards, I beg to remain,

Yours truly,

DIXIE PECAN ORCHARDS COMPANY.

By Dan B. Jesse, President.

(OVER)

**Cotton for Trees---** I will accept cotton at full value for trees. Write for particulars.

B. W. STONE, Thomasville, Ga.

Boston, Mass., May 15, 1913.

Very truly,

EDWARD C. HOOD.

Catherine, Ala., Feb. 11, 1914.

Yours truly

KING PHARR.

Fannie, Ala., Dec. 14, 1911.

H. L. BLOUNT.

Long Beach, Miss., March 12.

Very truly,

E. W. TRAUTMAN.

Vicksburg, Miss., May 20, 1913.

a few more next fall (about 30

CHAS. E. DOWNING.

Ebony, Texas, Jan. 22, 1914.

arrived in fine shape and

J. R. WILMETH, JR.

e more than met expectations.

Dallas, Texas, June 3, 1913.

CHAS. L. EDWARDS.

Mobile, Ala., March 30, 1914.

ALVIN JAPANESE NURSERY CO.

ALVIN JAPANESE NURSERY CO.

Mifflin, Ala., Aug. 28, 1914.

J. A. PILGRIM.

Ozark, Ala., Jan. 23, 1913.

Respectfully,

D. G. MUNN, Cashier.



# THOMASVILLE

**T**HOMASVILLE, a beautiful, historical, and attractive little modern city of 7,000 inhabitants, lies in the southwestern part of the state, fourteen miles from the border line of Florida. Is in the center of the new industry—the Paper Shell Pecan industry of the South—shown by map contained in Bulletin No. 251, issued by the United States Department of Agriculture.

There are more paper shell pecan trees planted within seventy-five miles of Thomasville than in any other one territory of the United States.

Among the chief attractions of Thomasville are the handsome estates owned by Col. O. H. Payne, J. H. Wade, M. H. Hanna, John F. Archibold, and others. They have spared neither means nor talent in establishing these elegant homes. You would be well repaid for traveling several hundred miles to see them.

Thomasville is well equipped with five banks, five hotels, a public library, a modern hospital, six wholesale grocery stores, has its own electric light plant and water works, seven factories, seven evangelical churches, and a scant number of physicians—being noted all over the United States as a health resort. It is laid out with wide streets which are kept in excellent condition.

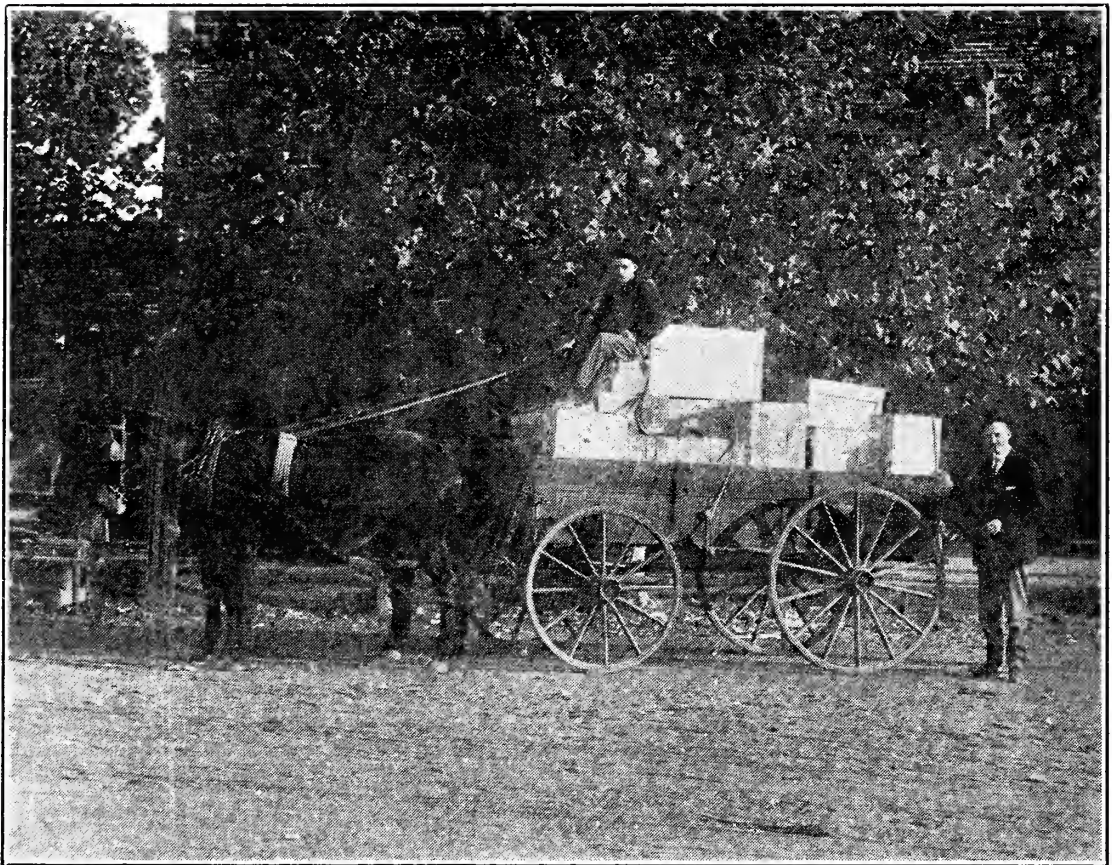
It is a city of Roses.  
It is a city of Wistaria.  
It is a city of Oaks.

The town is surrounded by one of the best agricultural sections in the state. One of its main attractions is a system of seven hundred miles of graded roads through a splendid farming territory, furnishing unsurpassed scenery of trees and beautiful landscapes. Has recently built a \$40,000 depot, is now erecting a \$60,000 school building, and has broken dirt for a \$50,000 government post-office building. The greatest of all attractions in Thomasville is the hospitable people who make up its citizenry. Once you know them, you always love them.



20,000 THRIFTY BUDDED PECAN TREES READY TO DIG





**Gathering the Nuts, and Making One Shipment of One Ton is the True Elixir of Life.**